

Message Text

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PAGE 01 HAMBUR 00529 251414Z

43

ACTION COME-00

INFO OCT-01 EUR-12 NEA-09 ISO-00 EB-07 /029 W

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R 251355Z MAR 75

FM AMCONSUL HAMBURG

TO SECSTATE WASHDC 3346

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY TEHRAN

AMCONSUL DUSSELDORF

AMCONSUL FRANKFURT

UNCLAS HAMBURG 0529

E. O. 11652: N/A

TAGS: BFOL, GW

SUBJ: IRAN COMMERCIAL AND INDUSTRIAL SERVICES (ICS) JOINT VENTURE
PROPOSITIONS TO PRODUCE PREFAB HOUSES IN IRAN

REF: A. STATE 62538; B. HAMBURG 454

1. IN RESPONSE TO REFTEL A, WE HAVE THE FOLLOWING ADDITIONAL
INFORMATION:

A. ICS WAS FOUNDED AND REGISTERED IN LUEBECK ON JANUARY 9, 1974;
HOWEVER, THE FIRM HAS NO OFFICE IN LUEBECK, ONLY A QUOTE BRANCH
OFFICE UNQUOTE IN HAMBURG.

B. ICS IS AN AKTIENGESELLSCHAFT (CORPORATION). ITS VORSTAND
(BOARD OF DIRECTORS) IS COMPOSED OF MR. MOHAMMED R. MOGHADAM,
AN IRANIAN WHO ALSO OWNS THE FIRM M. R. MOGHADAM, 2 HAMBURG 1,
BALLINDAM 37, AND MR. ROLF-ROGER HOEPPNER, A GERMAN WHO WAS
PREVIOUSLY EMPLOYED BY THE GERMAN-IRANIAN CHAMBER OF COMMERCE
IN HAMBURG. THE FIRM M. R. MOGHADAM, FOUNDED IN 1954, SPECIALIZES
IN IMPORT-EXPORT TRADE WITH IRAN, WITH AN ANNUAL TURNOVER
OF DM 40 MILLION.

C. HERR HOEPPNER, WHO IS OUR CONTACT AND APPARENTLY MANAGES
THE DAY-TO-DAY OPERATIONS OF ICS, SAYS HIS FIRM'S SHAREHOLDERS
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PAGE 02 HAMBUR 00529 251414Z

ARE BANK MELLI IRAN, THE INDUSTRIAL AND MINING DEVELOPMENT BANK

OF IRAN, AND THE DEUTSCHE-IRANISCHE HANDELSBANK IN HAMBURG.

D. THE PARTNER FOR THE PROJECT REPORTED IN REFTEL B IS SAID TO BE A BOARD MEMBER OF THE INDUSTRIAL AND MINING DEVELOPMENT BANK OF IRAN. HE SEEKS A JOINT VENTURE WITH A FOREIGN PARTNER WHO WOULD HOLD UP TO A 49 PERCENT INTEREST. THE SIZE OF THE PROJECT IS INDETERMINANT, BUT INVOLVES CONSTRUCTING A FACTORY TO PRODUCE PRE-FABRICATED APARTMENT-STYLE DWELLINGS FOR WORKERS FROM CONCRETE AND LOCALLY AVAILABLE MATERIALS. HOEPPNER IS UNABLE OR UNWILLING TO DISCUSS THE ULTIMATE CUSTOMER FOR THE FACTORY'S OUTPUT.

E. HERR HOEPPNER HAS NO OTHER ICS VENTURES TO CITE, STATING INSTEAD THAT IT IS A NEW FIRM BUT ONE WITH EXCELLENT CONTACTS WHICH SOON WILL BE VERY ACTIVE.

2. POST BELIVES THE REAL MERIT OF THE ICS PROJECT DEPENDS UPON THE STRENGTH OF THE FIRM'S TIES WITH THE IRANIAN BANKS, WHICH WE ARE NOT IN A POSITION TO ESTIMATE. ICS OFFICE IN HAMBURG OCCUPIES EXPENSIVE REAL ESTATE AND MR. MOGHADAM IS KNOWN AS A SUCCESSFUL BUSINESSMAN, BUT HIS ASSETS ALONE ARE NOT ADEQUATE TO A PROJECT OF THIS MAGNITUDE. BROGAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975HAMBUR00529
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750104-0159
From: HAMBURG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750319/aaaaaqqx.tel
Line Count: 83
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 62538, 75 HAMBURG 454
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 18 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 JUN 2003 by maginmm>; APPROVED <01 MAR 2004 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: IRAN COMMERCIAL AND INDUSTRIAL SERVICES (ICS) JOINT VENTURE PROPOSITIONS TO PRODUCE PREFAB HOUSES IN IRAN
TAGS: BFOL, GE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006